



Decide with Confidence

GEO. GRADEL CO.

D-U-N-S® 00-480-6659 Single
 Mailing PO BOX 8337 3135 Front St,
 Address Toledo, OH Toledo, OH 43605
 43605

Phone 419 691-7123
 Fax 419-691-0877

Business Information Report

Purchase Date: 09/17/2013
 Last Update Date: 07/30/2013
 Attention: Greg Carlson

Executive Summary**Company Info**

Year Started	1903	Working Capital	\$1,809,875
Control Year	1903	Sales (Financial Statement)	\$24,447,325
CEO	JOHN F GRADEL, PRES	Net Worth (Financial Statement)	3,320,464
Employees	65	As of 03/31/2013	

D&B Rating

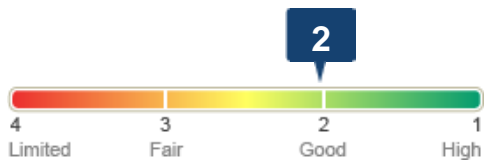
D&B Rating

3A2

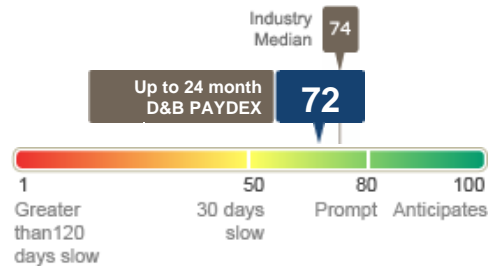
Financial Strength



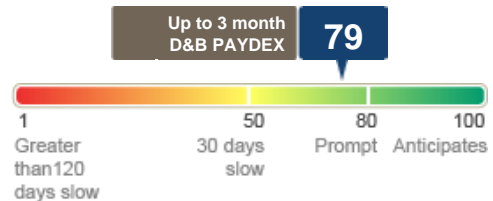
Composite Credit Appraisal

**D&B PAYDEX®**

Up to 24 month D&B PAYDEX



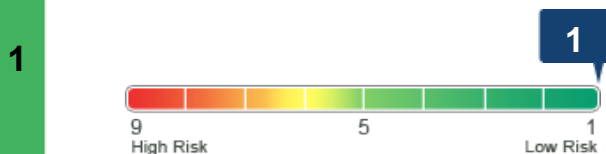
Up to 3 month D&B PAYDEX

**D&B Viability Rating**

D&B Viability Rating

1 1 A A

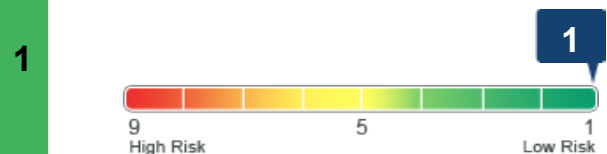
Viability Score



Data Depth Indicator



Portfolio Comparison



Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Available	Available (3+Trade)	Large	Established



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Business Information

Business Summary

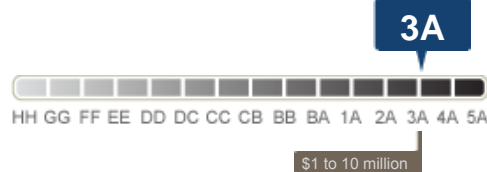
Financing	SECURED
Financial Condition	GOOD
SIC	1794 Excavation contractor
NAICS	238910 Site Preparation Contractors
History Status	CLEAR

Credit Capacity Summary

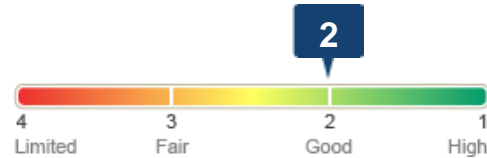
D&B Rating

3A2

Financial Strength



Composite Credit Appraisal



Prior D&B Rating 3A2

Rating Date 07/17/2013

Payment Activity (based on 53 experiences) USD

Average High Credit \$5,676

Highest Credit 100,000

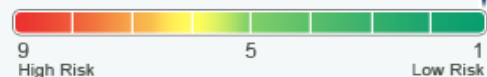
Total Highest Credit 268,150

D&B Viability Rating

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will no longer be in business within the next 12 months.

1

Viability Score

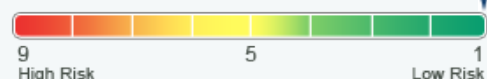


Compared to All US Businesses within D&B Database:

- Level of risk: **Low Risk**
- Businesses ranked 1 have a probability of becoming no longer viable: **0.2%**
- Percentage of businesses ranked 1: **0.3%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

1

Portfolio Comparison



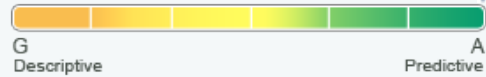
Compared to all Businesses within the same MODEL SEGMENT:

Model Segment: **Available Financial Data**

- Level of risk: **Low Risk**
- Businesses ranked 1 within this model segment have a probability of becoming no longer viable: **0.1%**
- Percentage of businesses ranked 1 within this model segment: **23%**
- Within this model segment, the average probability of becoming no longer viable: **0.6%**



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A**Data Depth Indicator****Data Depth Indicator Details:**

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Comprehensive Financial Attributes

A**Company Profile**

Financial Data	Trade Payments	Company Size	Years in Business
Available	Available (3+Trade)	Large	Established

Company Profile Details:

- Financial Data: **Available**
- Trade Payments: **Available** (3+Trade)
- Business Size: **Large** (Employees:50+ or Sales: \$500K+)
- Years in Business: **Established** (5+)

Business History

Officers JOHN F GRADEL, PRES;
FREDERICK T SANDER, V PRES;
ALAN RAVEN, TREAS;
FRANK JUSTEN, SEC

Directors THE OFFICER(S)

As of 07/30/2013

The Ohio Secretary of State's business registrations file showed that Geo. Gradel Co was registered as a Corporation on September 14, 1955.

Business started 1903 by George Gradel. 100% of capital stock is owned by John F Gradel.

JOHN F GRADEL born 1936. 1957-present active here.

FREDERICK T SANDER born 1946. 1993-present active here.

ALAN RAVEN born 1961. 1991-present active here.

FRANK JUSTEN born 1940, not active here. 1991-present active here.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Sep 06 2013:

Registered Name	GEO. GRADEL CO.	Registration ID	249706	Principals	
		Status	ACTIVE		
Business Type	CORPORATION	Where Filed	SECRETARY OF STATE/CORPORATIONS DIVISION , COLUMBUS , OH	Name	Title
Corporation Type	PROFIT			GEORGE GRADEL	INCORPORATOR
Incorporated Date	09/14/1955	Registered Agent	JOHN F GRADEL SR 957 FRONT STREET, TOLEDO, OH 436050000	JOSEPH L WETLI	INCORPORATOR
State of Incorporation	OHIO			NORMAN GRADEL	INCORPORATOR
Filing Date	09/14/1955				



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Government Activity Summary

Activity Summary		Possible candidate for socioeconomic program consideration	
Borrower	Yes	Labor Surplus Area	YES (2013)
Administrative Debt		Small Business	N/A
Grantee	No	Women Owned	N/A
Party Excluded from Federal Programs	No	Minority Owned	N/A
Public Company	N/A		
Contractor	Yes		
Importer/Exporter	N/A		

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

Operations Data

As of 07/30/2013

Description: Contractor of excavation work, specializing in building construction excavation or grading (100%).

Contracts call for.

Has 80 account(s). Terms are contractual basis and Net 30 days. Sells to commercial concerns and the government agencies. Territory : Regional.

Nonseasonal.

Employees: 65 which includes officer(s) and 35 part-time.

Facilities: Owns 12,200 sq. ft. in a one story steel building.

Location: Central business section on well traveled street.

Industry Data

SIC		NAICS	
Code	Description	Code	Description
17949901	Excavation and grading, building construction	238910	Site Preparation Contractors

Financial Statements

Banking

April 2013:

Loans granted to moderate 6 figures on a secured basis. Now owing nothing. Collateral consists of accounts receivable and inventory, fixtures and equipment. Matures in 1 to 5 years.

(Same bank)Loans granted to moderate 6 figures on a secured basis. Now owing nothing. Collateral consists of accounts receivable and inventory, fixtures and equipment.

(Same bank)Loans granted to low 7 figures on a secured basis. Now owing nothing. Collateral consists of accounts receivable and inventory, fixtures and equipment.

(Same bank)Loans granted to low 7 figures on a secured basis. Now owing nothing. Collateral consists of Matures in 1 to 5 years.

(Same bank)Loans granted to medium 6 figures on a secured basis. Now owing nothing. Collateral consists of accounts receivable and inventory, fixtures and equipment.

One Year Comparative Statement		Key Business Ratios (Based on 14 establishments)		
	Fiscal Mar 31 2011 USD		This Business	Industry Median
Curr Assets	\$3,672,971			Industry Quartile



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Curr Liabs	3,465,264	Profitability			
Current Ratio	1.06	Return on Sales	3.4	3.6	3
Working Capital	207,707	Return on Net Worth	25.3	13.8	1
Other Assets	5,350,965	Short Term Solvency			
Worth	2,091,112	Current Ratio	1.8	2.4	3
Sales	17,749,942	Quick Ratio	1.5	1.6	3
Long Term Liab	3,467,560	Efficiency			
Net Profit (Loss)	42,170	Assets Sales	39.4	50.1	1
		Sales / Net Working Capital	13.5	6.7	1
		Utilization			
		Total Liabs / Net Worth	190.4	55.1	3
		As of 03/31/2013			

Most Recent Financial Statement

Fiscal statement dated MAR 31 2013:

Assets	USD	Liabilities	USD
Current Assets		Current Liabilities	
Cash	\$188,510	Accts Pay	\$456,076
Accts Rec	3,440,216	Checks Written In Excs Of Bk Bal	113,108
A/R-Retainage	27,802	Accruals	753,999
Costs In Excess Of Billings	465,057	L.T. Liab-(1yr)	294,461
Prepaid Exps & Other Current Assets	31,079	Line Of Credit	624,910
Total Current Assets	4,152,664	Billings In Excess Of Costs	100,235
		Total Current Liabilities	2,342,789
Non Current Assets		Non Current Liabilities	
Fixt & Equip	5,366,141	Long-Term Debt-Net	3,476,409
CSV of Life Ins.	123,857	Deferred Federal Income Taxes	504,000
Deposits	1,000	COMMON STOCK	44,000
Total Assets	9,643,662	ADDIT. PD.-IN CAP	33,000
		RETAINED EARNINGS	3,243,464
		Total Liabilities & Net Worth	9,643,662

As of 07/30/2013

From APR 01 2012 to MAR 31 2013 annual sales \$24,447,325; cost of goods sold \$21,282,120. Gross profit \$3,165,205; operating expenses \$1,677,890. Operating income \$1,487,315; other income \$61,764; other expenses \$168,918; net income before taxes \$1,380,161; Federal income tax \$539,139. Net income \$841,022.

Statement Source

Prepared from statement(s) by Accountant: Rayner, Foos, Kruse & Irwin CPAs, Maumee, Ohio.

Accountant's Opinion

A review of the accountant's opinion as submitted by the subject company indicates the financial statement meets generally accepted accounting principles with the following qualifications: In our opinion, except for the effects of not including the accounts of a related entity in the accompanying financial statements as discussed in the Basis for Qualified Opinion paragraph, the financial statements referred to in the first paragraph present fairly, in all material respects, the financial position of Geo. Gradel Co as of March 31, 2013 and 2012, and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Accounts receivable shown net less \$15,000 allowance. Fixed assets shown net less \$11,586,246 depreciation.

As of July 30, 2013, attempts to contact the management of this business have been unsuccessful. Inside and outside sources confirmed operation and location.

Indicators

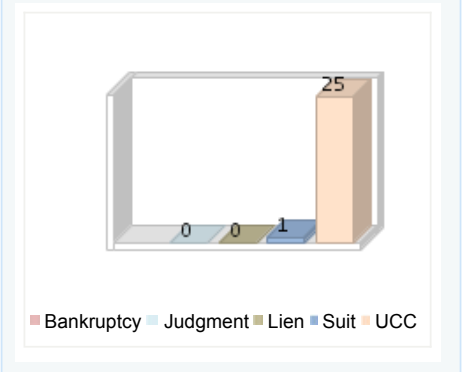


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Public Filings Summary

The following data includes both open and closed filings found in D&B's database on this company

Record Type	No. of Records	Most Recent Filing Date
Judgment	0	
Lien	0	
Suit	1	06/22/2007
UCC	25	07/01/2013

Public Filings

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Full Filings**Suits**

Status	Pending	Latest Info Received	07/17/2007
Where Filed	LUCAS COUNTY COMMON PLEAS COURT, TOLEDO, OH	DOCKET NO.	CI07-4477
Plaintiff	KENNETH WALKER	Status Attained	06/22/2007
Defendant	GEO GRADEL CO	Date Filed	06/22/2007

UCC Filings

Collateral	All Assets including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All Farm products/crops including proceeds and products - and OTHERS	Latest Info Received	10/25/2011
Filing No.	OH00153552346	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	10/17/2011
Secured Party	SIGNATURE BANK, N.A., TOLEDO, OH		
Debtor	GEO. GRADEL CO.		

Collateral	Inventory and proceeds - Account(s) and proceeds - Contract rights and proceeds - Chattel paper and proceeds	Latest Info Received	02/25/2013
Filing No.	OH00165008226	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	02/22/2013
Secured Party	CATERPILLAR FINANCIAL SERVICES CORPORATION, NASHVILLE, TN		
Debtor	GRADEL RENTAL, INC.		

Collateral	Inventory and proceeds - Account(s) and proceeds - Contract rights and proceeds - Chattel paper and proceeds - Equipment and proceeds	Latest Info Received	12/08/2011
Filing No.	OH00154399129	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	11/23/2011
Secured Party	CATERPILLAR FINANCIAL SERVICES CORPORATION, NASHVILLE, TN		
Debtor	GRADEL RENTAL, INC.		

Collateral	Inventory and proceeds - Account(s) and proceeds - Contract rights and proceeds - Chattel paper and proceeds	Latest Info Received	07/19/2011
Filing No.	OH00151576273	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	07/13/2011
Secured Party	CATERPILLAR FINANCIAL SERVICES CORPORATION, NASHVILLE, TN		



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Debtor	GRADEL RENTAL, INC.		
Collateral	Inventory and proceeds - Account(s) and proceeds - Contract rights and proceeds - Chattel paper and proceeds	Latest Info Received	07/06/2011
Filing No.	OH00151302466	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	06/30/2011
Secured Party	CATERPILLAR FINANCIAL SERVICES CORPORATION, NASHVILLE, TN		
Debtor	GRADEL RENTAL, INC.		
Collateral	Inventory and proceeds - Account(s) and proceeds - Contract rights and proceeds - Chattel paper and proceeds	Latest Info Received	04/19/2011
Filing No.	OH00149382076	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	04/12/2011
Secured Party	CATERPILLAR FINANCIAL SERVICES CORPORATION, NASHVILLE, TN		
Debtor	GRADEL RENTAL, INC.		
Collateral	Account(s) and proceeds - Chattel paper and proceeds - Computer equipment and proceeds - Equipment and proceeds	Latest Info Received	07/17/2008
Filing No.	OH00127916518	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	07/01/2008
Secured Party	GRADEL RENTAL, INC., TOLEDO, OH		
Debtor	GEO GRADEL CO.		
Collateral	Account(s) and proceeds - Chattel paper and proceeds - Computer equipment and proceeds - Equipment and proceeds	Latest Info Received	07/17/2008
Filing No.	OH00127871390	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	06/30/2008
Secured Party	TCF EQUIPMENT FINANCE, INC., MINNETONKA, MN		
Debtor	GRADEL RENTAL, INC.		
Collateral	Account(s) and proceeds - Chattel paper and proceeds - Computer equipment and proceeds - Equipment and proceeds	Latest Info Received	05/18/2007
Filing No.	OH00114659739	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	05/01/2007
Secured Party	GRADEL RENTAL, INC., TOLEDO, OH TCF EQUIPMENT FINANCE, INC., MINNETONKA, MN		
Debtor	GEO GRADEL CO.		
Collateral	All Farm products/crops and products - All Equipment and products	Latest Info Received	09/22/2006
Filing No.	OH00106448702	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	09/11/2006
Secured Party	AG CREDIT, AGRICULTURAL CREDIT ASSOCIATION, AS AGENT/NOMINEE, FOSTORIA, OH		
Debtor	GRADEL, JOHN F SR and OTHERS		
Filing No.	20112210028	Latest Info Received	08/17/2011
Original UCC Filed Date	09/11/2006	Type	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	08/09/2011
Secured Party	AG CREDIT, AGRICULTURAL CREDIT ASSOCIATION, AS AGENT/NOMINEE, FOSTORIA, OH	Original Filing No.	OH00106448702
Debtor	GRADEL, JOHN F SR and OTHERS		



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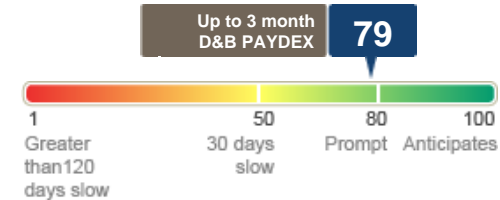
The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

Paydex

D&B PAYDEX®

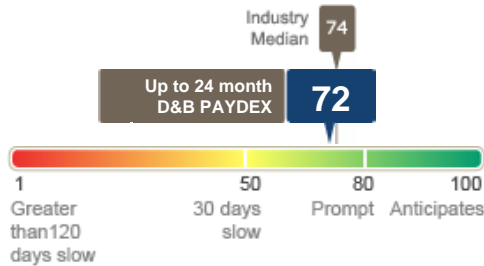
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 2 Days Beyond Terms. Based on payments collected over last 3 months.

Up to 24 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 12 days beyond terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 9 DAYS BEYOND terms.

- High risk of late payment (average 30 to 120 days beyond terms)
- Medium risk of late payment (average 30 days or less beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

Payment Trend	unchanged *	Total Payment Experiences for the HQ	53	Highest Now Owing	\$40,000
Payments Within Terms	93%	Total Placed for Collection	0	Highest Past Due	\$25,000
Average High Credit	\$5,676	Largest High Credit	\$100,000		

* compared to payments three months ago

Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 53 payment experiences in D&B's file, with 35 experiences reported during the last three month period. The highest Now Owes on file is \$40,000. The highest Past Due on file is \$25,000.

Top 10 Industries

Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Short-trm busn credit	7	\$82,500	\$30,000	100	0	0	0	0
Whol industrial suppl	4	5,600	2,500	78	22	0	0	0
Misc business credit	3	9,250	7,500	100	0	0	0	0
Misc equipment rental	3	2,700	2,500	100	0	0	0	0
Radiotelephone commun	2	5,000	2,500	100	0	0	0	0
Whol industrial equip	2	2,550	2,500	100	0	0	0	0
Mfg hydraulic cement	1	100,000	100,000	50	0	50	0	0
Whol metal	1	20,000	20,000	100	0	0	0	0
Whol misc profsn eqpt	1	10,000	10,000	100	0	0	0	0
Refuse system	1	7,500	7,500	0	100	0	0	0
OTHER INDUSTRIES	25	21,700	2,500	86	14	0	0	0

Other Payment Categories



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Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash Experiences	1	\$250	\$250
Payment record unknown	2	1,100	1,000
Unfavorable comments	0	0	0
Placed for Collection	0	0	0

Detailed Payment History

Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
August 2013	Disc	\$100	\$0	\$0	N/A	4-5
	Ppt	30,000	10,000	0	N/A	1
	Ppt	15,000	15,000	0	N/A	1
	Ppt	10,000	10,000	0	N/A	1
	Ppt	10,000	10,000	0	N/A	1
	Ppt	7,500	7,500	0	N/A	1
	Ppt	7,500	7,500	0	N/A	1
	Ppt	2,500	2,500	0	N/A	1
	Ppt	2,500	0	0	N/A	4-5
	Ppt	2,500	0	0	Lease Agreeemnt	6-12
	Ppt	2,500	0	0	N30	1
	Ppt	2,500	750	0	N60	1
	Ppt	2,500	250	0	N30	1
	Ppt	750	250	0	N/A	1
	Ppt	750	750	0	N/A	1
	Ppt	500	500	0	N/A	1
	Ppt	500	500	0	N/A	1
	Ppt	250	0	0	N/A	1
	Ppt	250	250	0	N30	1
	Ppt	250	250	0	N/A	1
	Ppt	100	0	0	N/A	6-12
	Ppt	100	0	0	N30	2-3
	Ppt	0	0	0	N/A	6-12
	Ppt-Slow 15	2,500	100	0	N30	1
	Slow 30	2,500	0	0	N/A	6-12
	(026)	100	0	0	N/A	4-5
July 2013	Ppt	20,000	0	0	N/A	1
	Ppt	2,500	2,500	0	N/A	1
	Ppt	1,000	0	0	N/A	6-12
	Ppt	750	0	0	N/A	1
	Ppt	250	0	0	N/A	1
	Ppt	100	100	0	N30	1
	Ppt	100	0	0	N/A	6-12
June 2013	Ppt	10,000	10,000	1,000	N30	1
	Ppt	750	100	0	N30	1
May 2013	Ppt	7,500	0	0	N/A	4-5
January 2013	Ppt	0	0	0	N/A	6-12
	Ppt	50	0	0	N/A	6-12
November 2012	Ppt	0	0	0	N/A	1



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	(040)	1,000	0	0	N/A	6-12
September 2012	Ppt	750	0	0	N/A	6-12
	Ppt-Slow 60	100,000	40,000	25,000	N/A	1
	(043)	250	0	0	Cash account	1
August 2012	Ppt	2,500	0	0	N/A	6-12
July 2012	Ppt	2,500	0	0	N/A	6-12
	Slow 30	50	0	0	N/A	6-12
March 2012	Ppt	750	0	0	N/A	6-12
February 2012	Ppt	2,500	0	0	N/A	6-12
	Ppt	100	0	0	N30	6-12
	Ppt	100	100	0	N30	1
	Ppt-Slow 30	1,000	0	0	N/A	2-3
January 2012	Slow 30	7,500	7,500	7,500	N/A	
November 2011	(053)Satisfactory	2,500	0	0	N/A	1

Lines shown in red are 30 or more days beyond terms

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.